

MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.

# 6TH ANNUAL CONFERENCE

**THE LODGE AT WHITEFISH LAKE**  
WHITEFISH, MT • JULY 12-14, 2011

EARLY CONFERENCE SPONSORS:

**Maple Technologies**  
A Limited Liability Company  
*...building technology solutions to grow your business...*

**G P W A**

**PRESIDIO**

  
**MCIA**  
Montana Captive  
Insurance Association, Inc.

# Conference Overview

Since the passage of captive legislation in 2001, Montana has positioned itself as one of the country's top captive domiciles and is now one of the country's fastest growing captive domiciles.

MCIA is the premier educational and networking event for those doing captive business in the state. This conference features faculty consisting of key state captive insurance regulators, national industry leaders and expert service providers to bring you the most up-to-date and valuable information on industry trends and niche opportunities.

## WHO SHOULD ATTEND

- Captive/RRG Owners  
(both in Montana and those considering re-domestication)
- Corporate Risk Managers, CFOs and CEOs
- Captive Managers
- Brokers/Consultants
- Accountants/Actuaries
- Attorneys
- Other Professional Service Providers

## ADDITIONAL INFORMATION

### GETTING TO WHITEFISH

It's easy! Glacier Park International Airport (FCA) offers frequent flights daily and is conveniently located 20 minutes from The Lodge at Whitefish Lake. Glacier Park International Airport is serviced by Delta/Sky West, Horizon/Alaska Air, United Airlines and Allegiant Air.

### SPECIAL NEEDS

If you require special accommodations and/or food preparation to fully participate in the conference, please notify MCIA headquarters prior to your arrival and we'll make sure your stay is as enjoyable as possible.

### CONFERENCE DRESS

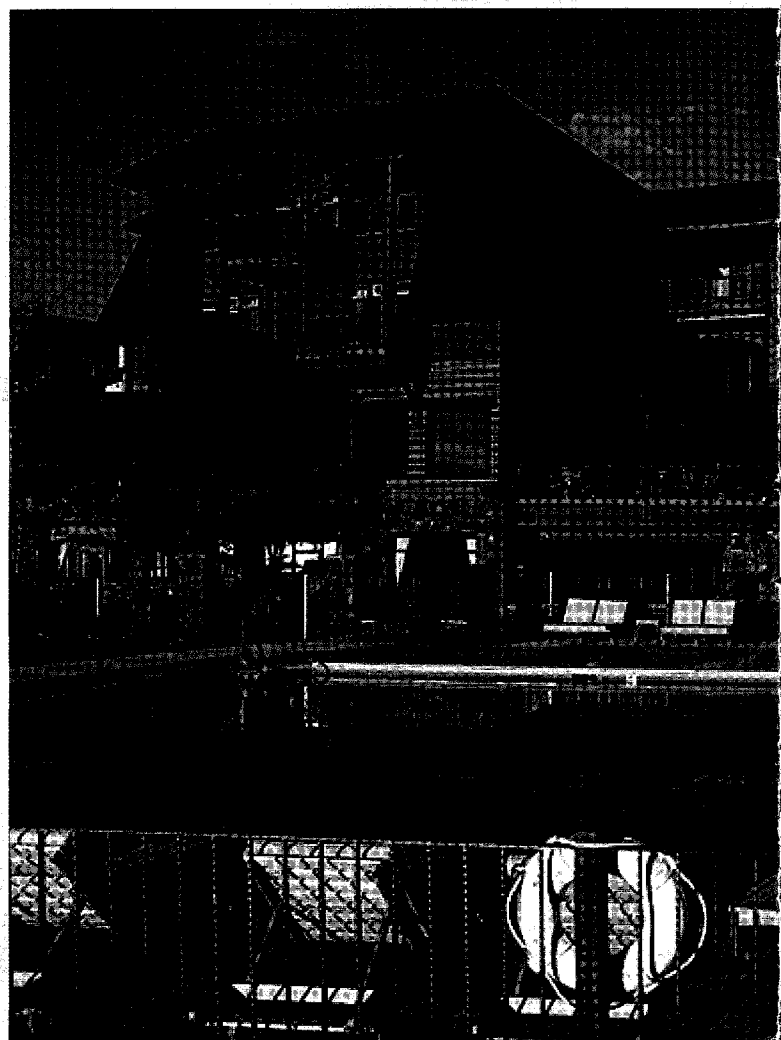
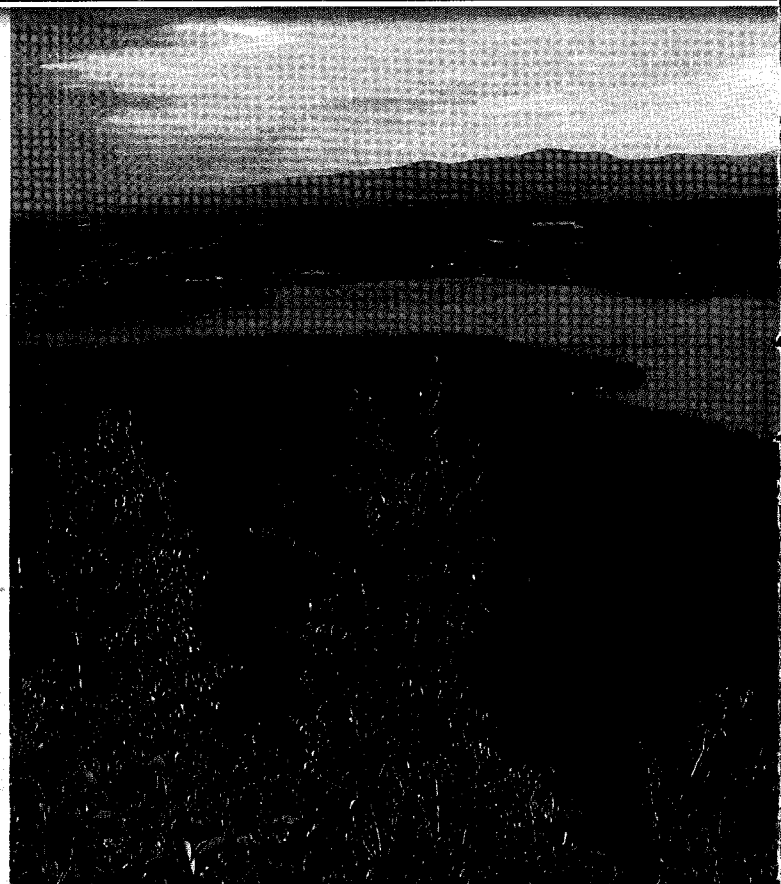
The dress for this conference is business casual.

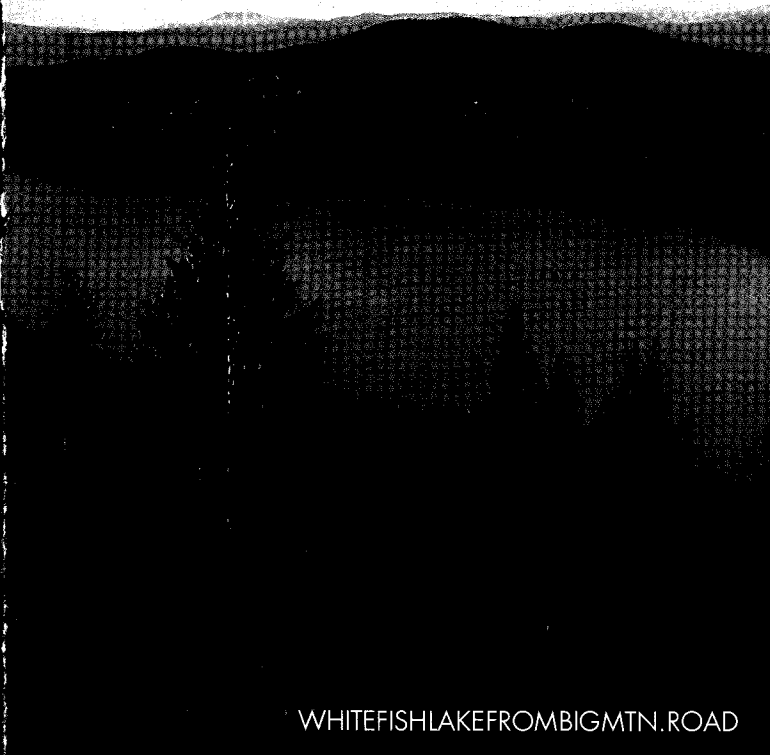
### STILL HAVE QUESTIONS?

Contact MCIA Headquarters at 866.388.6242

### NOT AN MCIA MEMBER?

You should be! Montana is serious about captives and MCIA is dedicated to promoting a vibrant captive insurance industry within the domicile. Join now and receive substantial discounts on conference registration fees and sponsorship opportunities! For membership information call 866.388.6242 or visit [www.mtcaptives.org](http://www.mtcaptives.org)!





WHITEFISHLAKEFROMBIGMTN.ROAD



VIEW OF POOL FROM LAKESIDE

## HOTEL ACCOMMODATIONS

Inspired by the grand lodges of the past, with all the conveniences of the present, the Lodge has returned a sense of leisure and grace to the Montana travel experience. Surrounded by mountains with the pristine waters of Whitefish Lake at our back door, and all the amenities of a full-service resort, the Lodge provides the perfect location for your visit to Whitefish and northwest Montana.

With outstanding service and deluxe accommodations you will be able to enjoy all that Whitefish and the Flathead Valley have to offer.

*New Location for 2011:*

### THE LODGE AT WHITEFISH LAKE

1380 Wisconsin Ave

Whitefish, MT 59937

Phone: 877-887-4026

www.lodgeatwhitefishlake.com

MCIA has negotiated special room rates (see below). Attendees should make their reservations directly with the hotel by calling 877-887-4026. Make reservations early. MCIA's specially discounted room rate will end April 1, 2011. After this date we cannot guarantee a room at the host hotel at the discounted rate.

#### Standard View Studio Room

(1 king or 2 queens).....\$249\*

#### Studio Suite Standard View

(1 king or 2 queens).....\$285\*

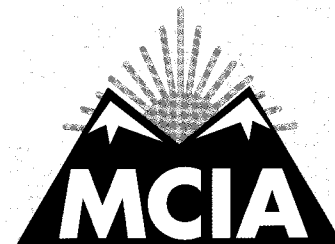
#### Studio Suite Partial Lake View

(1 king or 2 queens).....\$329\*

\*All rates are per night, and do not include tax

#### CANCELLATION POLICY

Cancellations made less than 72 hours prior to arrival will forfeit the first nights deposit.



Montana Captive  
Insurance Association, Inc.

# Schedule of Events



## TUESDAY 07.12.2011

4:00 p.m. to 6:30 p.m.  
REGISTRATION OPEN

5:00 p.m. to 6:30 p.m.  
WELCOME RECEPTION

## WEDNESDAY 07.13.2011

8:00 a.m. to 9:00 a.m.  
REGISTRATION OPEN

8:30 a.m. to 9:00 a.m.  
NETWORKING BREAKFAST

9:00 a.m. to 9:30 a.m.  
WELCOME REMARKS

**SPEAKER**

**Monica Lindeen**  
Insurance Commissioner,  
State of Montana

**SPEAKERS**

9:30 a.m. to 10:45 a.m.

### **MONTANA LEGISLATIVE/REGULATORY UPDATE**

MCIA will be advocating for passage of legislation in the current session to further improve the state's captive law. This session will provide an update on legislative action and discuss what it means for the state's captive insurance industry.

**John Jones**

*President, Moulton Bellingham PC*

**Brenda Olson**

*President, ORG Corporation*

10:45 a.m. to 11:00 a.m.  
NETWORKING BREAK

11:00 a.m. to Noon

### **LEVERAGING CLAIMS DATA TO IMPROVE YOUR CAPTIVE**

In this session, we will explore the many ways for a captive to leverage the value of both their Claims Management Professionals (whether outsourced or managed in-house) as well as the information to be gleaned from the claim data. While we all know that claim information is used for the creation of a loss run or financial summary, learn what else can be extrapolated from your data and how to use it to improve both your captive's performance as well as your risk and quality initiatives. This session will focus on captives in the healthcare professional and general liability lines of insurance.

**SPEAKER**

**Clare M. Bello**

*President & Chief Executive Officer,  
Vertical Claims Management, LLC*

Noon to 1:00 p.m.  
HOSTED LUNCHEON

1:15 p.m. to 2:15 p.m.

### **REVITALIZING YOUR CAPTIVE'S BUSINESS PLAN**

This session will cover the key business plan elements for captives and RRGs, when it makes sense to update the plan, and best practices for business plan development and implementation.

**SPEAKER**

**Brenda Olson**

*President,  
ORG Corporation*

2:15 p.m. to 3:00 p.m.

## **WHY OUR CAPTIVE IS HERE IN MONTANA**

Representatives of captive insurance companies recently licensed in Montana tell their stories of domicile selection.

**SPEAKERS**

**Jeff Johnson**

*President, NWC Re*

**Additional Speakers to be announced.**

3:00 p.m. to 3:15 p.m.

**NETWORKING BREAK**

3:15 p.m. to 4:15 p.m.

## **ECONOMIC OUTLOOK & CAPTIVE INVESTMENT STRATEGIES**

A panel of financial services professionals discusses current economic outlook trends and the implications for captive/RRG investment strategies.

**SPEAKERS**

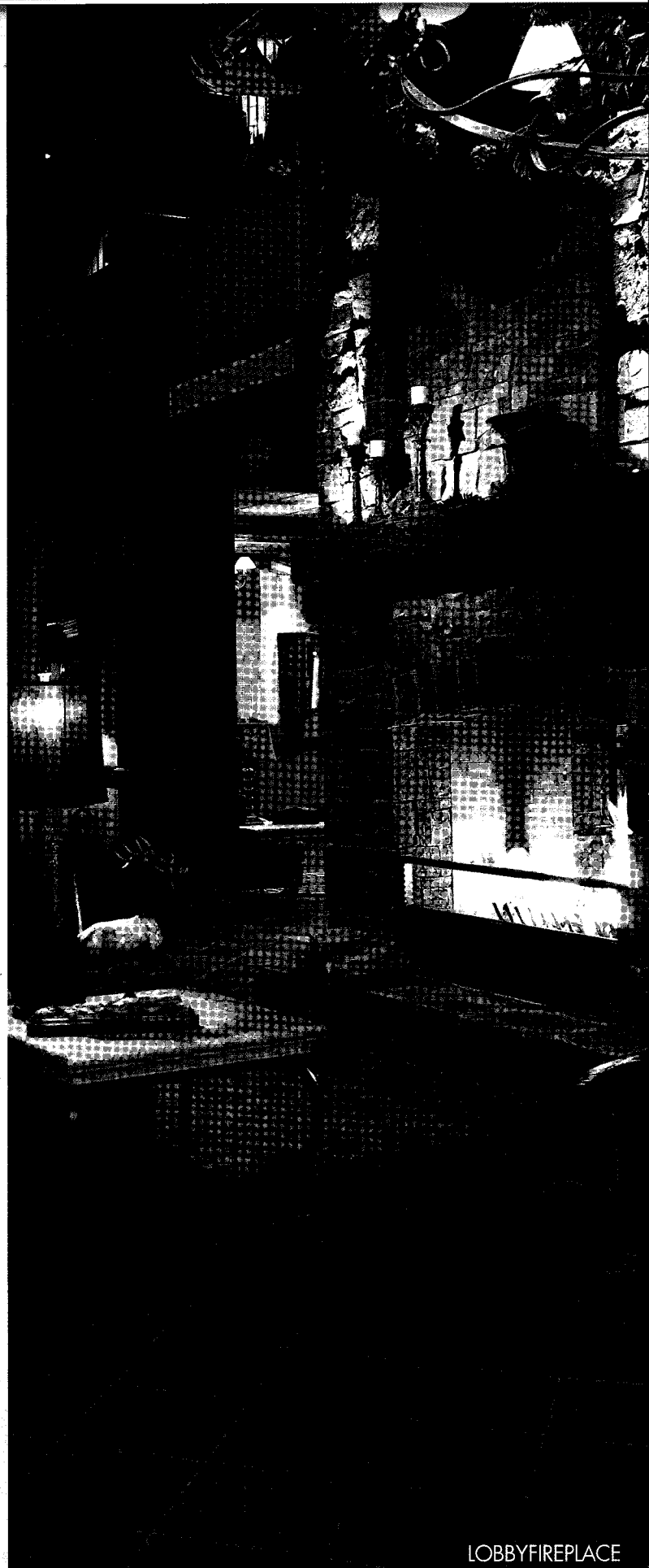
**John Hallgren**

*First Vice President, Morgan Stanley*

**Additional Speakers to be announced.**

4:30 p.m. to 6:00 p.m.

**NETWORKING RECEPTION**



KINGSTUDIO

LOBBYFIREPLACE

# Schedule of Events CONTINUED

## THURSDAY 07-14-2011

8:30 a.m. to 9:00 a.m.  
NETWORKING BREAKFAST

9:00 a.m. to 9:45 a.m.

### FEDERAL LEGISLATIVE/REGULATORY UPDATE

One of the alternative risk transfer industry's top federal lobbyists provides updates on important legislative/regulatory developments in Washington, DC affecting captive insurance companies/RRGs domiciled in Montana and elsewhere.

SPEAKER

**Jay Fahrner**

*Director of Government Relations,  
Self-Insurance Institute of America, Inc.*

9:45 a.m. to 10:30 a.m.

### NAIC CAPTIVE REGULATORY UPDATE

The National Association of Insurance Commissioners (NAIC) has been pushing several new regulatory initiatives targeted at captive insurance companies. A leading industry expert discusses recent developments as well as expected future NAIC actions.

SPEAKER

**Kevin Doherty**

*Partner,  
Burr Furman LLP*

10:30 a.m. to 11:30 a.m.

### THE MONTANA DOMICILE - 2011 AND BEYOND

Montana's principal captive regulators detail activity in the domicile during 2011 and discuss how they see the state positioned for the future with regard to new captive formation and ongoing regulation.

SPEAKERS

**Steve Matthews**, *Captive Insurance Coordinator,  
Montana State Auditor's Office*

**Tal Redpath**, *Captive Insurance Examiner,  
Montana State Auditor's Office*

11:30 a.m.

CONFERENCE CONCLUDES



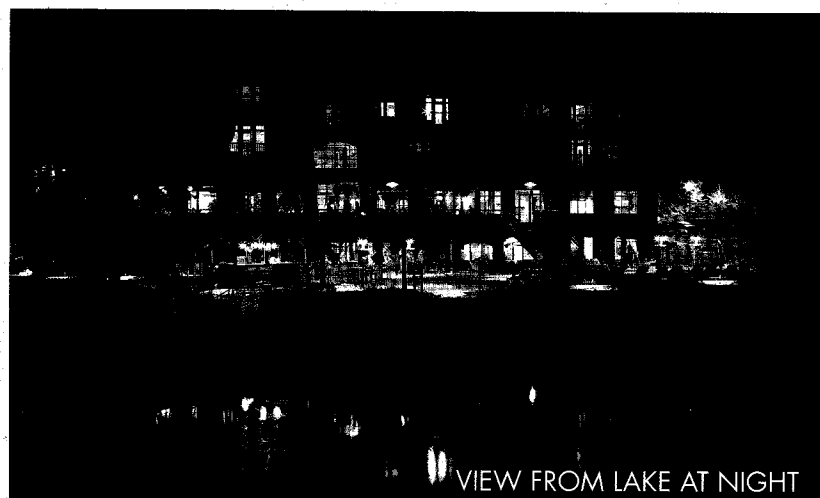
LAKE VIEW ROOM



BOAT CLUB DINING ROOM



GUEST BATH

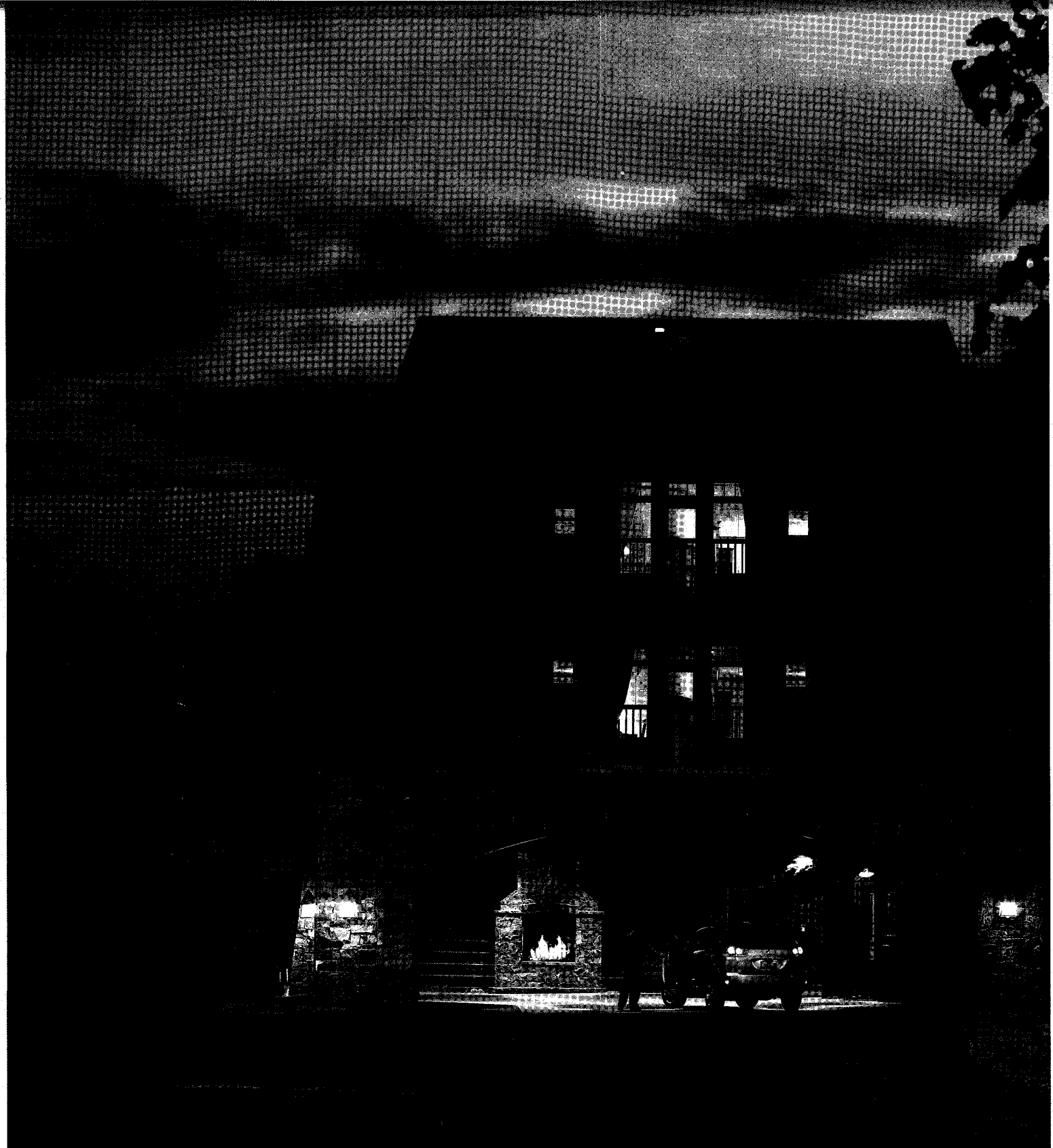


VIEW FROM LAKE AT NIGHT



LAKE VIEW AT NIGHT





# THE LODGE

AT WHITEFISH LAKE

MAIN ENTRANCE AT SUNSET



# Conference Registration

MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.  
**6TH ANNUAL CONFERENCE**  
**JULY 12-14, 2011**  
THE LODGE AT WHITEFISH LAKE, WHITEFISH, MT

Please type or print all information requested below, as this information will be used to produce your conference name badge and update our records. For multiple registrations, please photocopy this form and submit a separate form for each registrant.

Conference Registration Fees	Early Bird (Received by 3/31/11)	Regular (Received 4/1/11 - 7/8/11)	Onsite (Received after 7/8/11)
MCIA Member	\$595	\$750	\$795
MCIA Member (Add'l registrant same Firm)	\$525	\$625	\$650
Non-Member	\$895	\$1,055	\$1,195
Spouse/Guest	\$150	\$150	\$150

## 4 EASY WAYS TO REGISTER

**1. FAX** your registration to:  
864-962-2483

**2. MAIL** your registration to:  
1302 24th Street West, #303  
Billings, MT 59102-3861

**3. PHONE** 866-388-6242

**4. ONLINE** [www.mtcaptives.org](http://www.mtcaptives.org)

Full Name \_\_\_\_\_  
First Name for Badge \_\_\_\_\_ Job Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_ Website \_\_\_\_\_  
Spouse/Guest Name \_\_\_\_\_

## TOTAL YOUR CONFERENCE REGISTRATION FEES FROM ABOVE:

Registration \$ \_\_\_\_\_  
Spouse/Guest (defined as attendee's spouse/significant other) \$ \_\_\_\_\_  
**TOTAL** \$ \_\_\_\_\_

## PLEASE GUARANTEE MY CONFERENCE REGISTRATION BY:

☐ Enclosed is my check made payable to MCIA in US Funds.

Please charge: ☐ MC ☐ Visa ☐ American Express ☐ Discover

Credit Card Number \_\_\_\_\_

Exp Date: \_\_\_\_\_ Val. Code \_\_\_\_\_ (last 3 digits on card back; Amex 4 digits on front)

Cardholder's Name \_\_\_\_\_

Billing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Signature \_\_\_\_\_

## HOTEL INFORMATION:

### THE LODGE AT WHITEFISH LAKE

1380 Wisconsin Ave  
Whitefish, MT 59937  
Phone: 877-887-4026  
[www.lodgeatwhitefishlake.com](http://www.lodgeatwhitefishlake.com)

MCIA has negotiated special room rates (see below). Attendees should make their reservations directly with the hotel by calling 877-887-4026. Make reservations early. MCIA's specially discounted room rate will end April 1, 2011. After this date we cannot guarantee a room at the host hotel at the discounted rate.

**Standard View Studio Room**  
(1 king or 2 queens) ..... \$249\*

**Studio Suite Standard View**  
(1 king or 2 queens) ..... \$285\*

**Studio Suite Partial Lake View**  
(1 king or 2 queens) ..... \$329\*

\*All rates are per night, and do not include tax

**Cancellation policy:** Written cancellations received on or before June 10, 2011 will receive a 50% refund. Due to hotel and staffing commitments all cancellations received after June 10, 2011, and all no-shows are not eligible for a refund.

# Sponsorship Opportunities

If you're looking for a way to gain exposure with conference registrants and position your company as an industry leader, then add a sponsorship to your marketing plan. Becoming a sponsor is a cost-effective and targeted tool that can help your company accomplish its marketing and sales goals.

## GRIZZLY SPONSOR (EXCLUSIVE)

- 3 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo with link listed as Grizzly Sponsor on all email marketing communications
- Company logo with link listed as Grizzly Sponsor on the homepage of MCIA website and conference home page
- Company logo with listing as Grizzly Sponsor in the Official Conference Program
- Company logo on cover of the Official Conference Program that is distributed to all attendees upon conference check-in
- Company logo listed as Grizzly Sponsor at receptions, breakfasts, lunches, and breaks
- One full page, full color advertisement on the back cover of the official conference program
- One pre AND post conference mailing (all fees and postage costs waived, max 1 oz. mailing)
- Complimentary 6' table for display during evening networking reception on days 1 & 2 (table top displays only – all materials must fit on table)

## BIG HORN SPONSOR

- 2 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo with link listed as Big Horn Sponsor on the homepage of MCIA website and conference home page
- Company logo with listing as Big Horn Sponsor in the official conference program
- Company logo with link listed as Big Horn Sponsor on all email marketing communications
- One full page, full color advertisement
- Company logo listed as Big Horn Sponsor at receptions, breakfasts, lunches, and breaks
- One pre or post conference mailing (all fees and postage costs waived, max 1 oz. mailing)
- Complimentary 6' table for display during continental breakfast on day 2 & 3 (table top displays only – all materials must fit on table)

## FRONTIER SPONSOR

- 1 Complimentary full conference registrations (add'l registrations available at Early Bird pricing)
- Company logo with link listed as Frontier Sponsor on the homepage of MCIA Annual Conference website
- Company logo with listing as Frontier Sponsor in the official conference program
- Company logo listed as Frontier Sponsor at receptions, breakfasts, lunches, and breaks
- One full page, black & white ad to run in the official conference program
- One pre or post conference mailing (processing fee waived, sponsor responsible for postage)

## LANYARDS

- Company name and logo prominently displayed on official conference lanyard worn by conference registrants (sponsor is responsible for all lanyard production costs in addition to the sponsorship fee)
- Registrations at reduced rate

## HOTEL KEY CARDS

- Company name and logo prominently displayed on hotel key cards given to each attendee upon check-in (sponsor is responsible for all production costs in addition to the sponsorship fee)

## ADVERTISING OPPORTUNITIES

- **INSIDE FRONT COVER (FULL COLOR)**  
Member - \$1,000 | Non-Member- \$1,500
- **INSIDE BACK COVER (FULL COLOR)**  
Member - \$850 | Non-Member- \$1,350
- **TABBED SECTION DIVIDERS (FULL COLOR)**  
Member - \$750 | Non-Member- \$1,250
- **AD SPECS:** All full color ads are 8.5" (w) x 11" (h), full bleed, .5" margin on all text and images. Black & white ads have a live area of 7.5" (w) x 10.5" (h). Artwork is due June 9, 2011 and should be emailed to [sbyars@mtcaptive.org](mailto:sbyars@mtcaptive.org) in high-resolution PDF format.

To check availability or to reserve a sponsorship or advertising opportunity, please call 866.388.6242 or visit [mtcaptive.org](http://mtcaptive.org).

MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.  
**6TH ANNUAL CONFERENCE**  
*Sponsorship & Advertising Registration*

Company Name \_\_\_\_\_ Contact \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_ Website \_\_\_\_\_

**SPONSORSHIP OPPORTUNITIES**

<b>Please Reserve:</b>	<b>Member</b>	<b>Non-Member</b>
Grizzly Sponsor	<input type="checkbox"/> \$3,500	<input type="checkbox"/> \$5,000
Big Horn Sponsor	<input type="checkbox"/> \$2,500	<input type="checkbox"/> \$4,000
Frontier Sponsor	<input type="checkbox"/> \$1,500	<input type="checkbox"/> \$3,000
Lanyards	<input type="checkbox"/> \$1,250	<input type="checkbox"/> \$2,750
Hotel Key Cards	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$2,500

**ADVERTISING OPPORTUNITIES**

<b>Please Reserve:</b>	<b>Member</b>	<b>Non-Member</b>
Inside Front Cover	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$1,500
Inside Back Cover	<input type="checkbox"/> \$850	<input type="checkbox"/> \$1,350
Tab Dividers	<input type="checkbox"/> \$750	<input type="checkbox"/> \$1,250

**PAYMENT INFORMATION**

**Total Amount Due \$** \_\_\_\_\_

☐ Enclosed is my check made payable to MCIA in US Funds.

Please charge: ☐ MC ☐ Visa ☐ American Express ☐ Discover

Credit Card Number \_\_\_\_\_

Exp Date: \_\_\_\_\_ Val. Code \_\_\_\_\_ (last 3 digits on card back; Amex 4 digits on front)

Cardholder's Name \_\_\_\_\_

Billing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Signature \_\_\_\_\_

**PLEASE RETURN COMPLETED FORM WITH PAYMENT TO:**

MCIA • 1302 24th St West #303 • Billings, MT • 59102-3861

**QUESTIONS?** Please call MCIA at 866.388.6242 or visit [www.mtcaptives.org](http://www.mtcaptives.org).

**NOTE:** Sponsorship and Advertising Reservations are made on a first-come, first-serve basis based on the date your Reservation Form is received. Reservation Forms will not be processed unless accompanied by payment in full.

**CANCELLATIONS:** All Sponsorship and Advertising Fees are non-refundable.



Montana Captive  
Insurance Association, Inc.

P.O. Box 1237  
Simpsonville, SC 29681  
www.mtcaptives.org  
800.851.7789

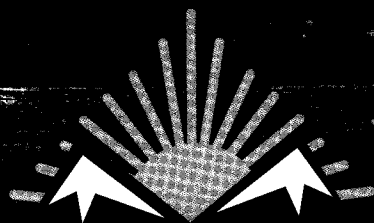
PRSR STD  
US POSTAGE PAID  
GREENVILLE SC  
PERMIT NO 1460

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PATRICK LAWRENCE, MD, TREASURER/DIRECTOR  
PROFESSIONALS RISK RETENTION GROUP, INC.  
PO BOX 510  
BIGFORK MT 59911-0510

*New Location for 2011* **THE LODGE AT WHITEFISH LAKE**  
WHITEFISH, MT • JULY 12-14, 2011



# MCIA

MONTANA CAPTIVE INSURANCE ASSOCIATION, INC.  
**6TH ANNUAL CONFERENCE**